

USDA BioPreferredSM

Process for Industry Investigation

Product Category

This section details the product category that has been investigated for categorization in the BioPreferred program.

Product Category Investigated: Inks - Sheetfed (Color)

Product Category Description: Pigmented inks (other than black inks) used on coated and uncoated paper, paperboard, some plastic, and foil to print in color on annual reports, brochures, labels, and similar materials.

Product Category Investigated: Inks - Sheetfed (Black)

Product Category Description: Black inks used on coated and uncoated paper, paperboard, some plastic, and foil to print in black on annual reports, brochures, labels, and similar materials.

Industry Investigation

There are eight main sources of information used to gather data about products for categorization. These include Internet search engines, the Thomas Register, industry associations, GSA and DLA federal specifications search engines, AbilityOne, Green Seal standards, and biobased industry contacts. Each of these sources provides different results. A lengthy, but thorough list of biobased companies which produce the designated product category and performance standards and test methods related to the designated product category can be developed best by utilizing all information sources.

Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. BioPreferred staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Acme-Hardesty Company	Bob Mallakeeny	Soy Ink, Ricinoleic Acid
Alden & Ott Printing Inks Company	Nick Renda	Soy Ink
Cabrun Ink Products	Joseph Ianelli	Soy Ink
Flint Ink	Rita Conrad	AGRI-TEK V
Gans Ink & Supply Co., Inc.	Vonnie Heron	Soy Plus Laser Safe, Soy Plus Stallion Black, Soytech, Soytech Dense Black
Graphic Ink Company		Heartland Services
INX International Ink Company		Soy Ink
Kohl & Madden Printing Ink	Brian Manton	Soy Versatherm, SoyBrite Inks, ThermoFite Ink
Mallard Ink Company Incorporated		Soy Ink
Toyo Ink America, LLC		Hyplus EC Process Series
Wikoff Color	Todd Ratigan	Soy Ink

Corporation		
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Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Dogpile, Mamma, and Yahoo.

Search Engine	Keyword	Results
Google	Inks(Sheet-Fed)	www.americanprinter.com www.piworld.com www.inkworldmagazine.com www.handschy.com www.szkinks.com www.a257.g.akamaitech.net www.findarticles.com www.holycross.edu www.epa.gov www.made-in-china.com www.webstersonline.com www.microinks.com www.sappi.com www.tatoyo.com www.inkworldmagazine.com www.degussa-fp.com www.specialchem4coatings.com www.alibaba.com/ www.huecolorsystems.com www.eu.flintgrp.com
	Organic Inks(Sheet-Fed)	www.springerlink.com www.freepatentsonline.com www.turi.org www.tatoyo.com www.pneac.org www.chipsbooks.com www.cpima.org www.americanprinter.com www.cibasc.com www.dynodan.com www.internationalpaper.com www.inkworldmagazine.com www.greenguardian.com www.sunchemical.com www.lubrizolcoatings.com www.palimpsest.stanford.edu www.webstersonline.com www.internationalpaper.com www.patentstorm.us www.cibasc.com

	Natural Inks(Sheet-Fed)	www.longridge.net www.inkworldmagazine.com www.coatings.org.uk www.quickprinting.com www.americanprinter.com www.chipsbooks.com www.freepatentsonline.com www.p2pays.org www.g-supplies.com www.sunchemical.com www.ifra-nt.com www.dayintl.com www.findarticles.com www.alibaba.com www.lubrizolcoatings.com www.pneac.org www.eu.flintgrp.com www.printweek.com www.members.whattheythink.com www.inkmakeronline.com/
	Biobased Inks(Sheet-Fed)	www.afm.ars.usda.gov www.turi.org www.biobased.oce.usda.gov www.scalarparty.livejournal.com www.unitedsoybean.org www.eesi.org/ www.books.nap.edu www.state.co.us www.hss.energy.gov www.britishprint.com www.carbohydrateeconomy.org www.eesi.org www.wisc.edu www.biobased.us www.ofee.gov www.gao.gov www.arizonachemical.com www.alibaba.com www.the-infoshop.com

Dogpile	Inks(Sheet-Fed)	www.fingerprintpads.com www.handschy.com www.flintgrp.com www.szkinks.com www.microinks.com www.szkinks.com www.inksell.com www.piworld.com www.kohlmadden.com www.eu.flintgrp.com www.printingtalk.com www.wmich.edu www.kohlmadden.com www.indiamart.com www.midwestink.com www.colorcon.com www.freedonia.ecnext.com www.tradeindia.com www.tintas.com www.cicink.com
	Organic Inks(Sheet-Fed)	www.fingerprintpads.com www.cpima.org www.tatoyo.com www.igs4u.com www.greenerprinter.com www.Gaiam.com www.magruder.com www.toptlevelink.com www.green.ca.gov www.chipsbooks.com www.bsink.com www.waterless.org www.sunchemical.com www.springerlink.com www.pneac.org www.riverwired.com www.inkworldmagazine.com www.turi.org www.heidelberg.com

	Natural Inks(Sheet-Fed)	www.fingerprintpads.com www.longridge.net www.coatings.org.uk www.igs4u.com www.sunchemical.com www.inkjobs.com www.GreenerPrinter.com www.toptlevelink.com www.chipsbooks.com www.ShopicA.com www.americanprinter.com www.arizonachemical.com www.openfos.com www.capv.com www.inkworldmagazine.com www.greenguardian.com www.longridge.net www.DealTime.com www.hostingrevenue.net www.flintgrp.com
	Biobased Inks(Sheet-Fed)	www.arizonachemical.com www.ars.usda.gov www.state.co.us www.jwod.gov www.ToseekA.com www.ShopicA.com www.shop.com www.greenfuels.org www.elsevier.com www.biobased.us www.afm.ars.usda.gov www.turi.org www.biobased.us www.jwod.gov www.biobased.oce.usda.gov www.inkonline.com www.unitedsoybean.org www.epa.gov www.eesi.org www.openhere.com

Mamma	Inks(Sheet-Fed)	www.eu.flintgrp.com/ www.sunchemical.com www.printingtalk.com www.tappi.org www.tatoyo.com www.szkinks.com www.business.com http://kohlmpiiil.openfos.com http://freedonia.ecnext.com www.trade-india.com www.ryerson.ca www.packworld.com www.waterless.org www.indiaserviceproviders.com www.naa.org www.bowersink.com www.brakensiek.com www.eu.flintgrp.com www.pacesetterusa.com
	Organic Inks(Sheet-Fed)	www.sunchemical.com www.tatoyo.com www.noveon.com www.pneac.org/ www.heidelberg.com www.hotsheet.com/ olericulture.org www.kodak.com www.printaccess.com www.tappi.org www.magruder.com www.wmich.edu www.visiongraphics-inc.com www.waterless.org www.intertechpira.com www.internationalpaper.com www.cicink.com www.gale.com www.recycledproducts.com
	Natural Inks(Sheet-Fed)	www.openfos.com www.coatings.org.uk www.allbusiness.com www.mohawkpaper.com www.gilbertpaper.com www.foxriverpaper.com
	Biobased Inks(Sheet-Fed)	www.arizonachemical.com www.biobased.us www.packageprinting.com www.photoprintingsource.com/ www.printingaction.com

Yahoo	Inks(Sheet-Fed)	www.tintas.com www.colorcon.com www.flintgrp.com www.dic.com.pk www.microinks.com www.wmich.edu www.spectroprintingink.com www.chromazone.co.uk www.holycross.edu/ www.highbeam.com www.sunchemical.com www.indiamart.com www.szinks.en.alibaba.com www.flintink.com/ www.aicink.com www.wmich.edu/ www.kohlmadden.com www.pneac.org www.alibaba.com www.andlitho.com
	Organic Inks(Sheet-Fed)	www.bsink.com www.vsinks.net www.pneac.org www.highbeam.com www.magruder.com www.cpima.org www.palimpsest.stanford.edu/ greenguardian.com www.green.ca.gov www.greenerprinter.com www.internationalpaper.com www.cibasc.com www.indianprinterpublisher.com www.mde.state.md.us www.freshpatents.com/ www.targetmarketingmag.com/ www.microinks.com www.freedoniagroup.com www.inkworldmagazine.com www.waterless.org

	Natural Inks(Sheet-Fed)	www.highbeam.com www.capv.com www.greenguardian.com www.coatings.org.uk/ www.es.epa.gov www.sunchemical.com www.accessmylibrary.com www.es.epa.gov www.freedoniagroup.com www.kerleyink.com www.colorcon.com www.sunchemical.com www.dayintl.com www.engelhard.com www.pneac.org www.des.state.nh.us www.basf.com www.bhink.com www.freedoniagroup.com www.arizonachemical.com
	Biobased Inks(Sheet-Fed)	www.biobased.us www.arizonachemical.com www.ars.usda.gov www.epa.gov www.ars.usda.gov www.jwod.gov www.usda.gov www.openhere.com www1.elsevier.com www.greenfuels.org www.tuosnmjb.cn www.aboutprinting.net www.packageprinting.com www.packaging.veryusefull.com www.rachat.org

Thomas Register – (<http://www.thomasregister.com/>)

The Thomas Register, a free web service, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Inks(Sheet-Fed)	http://secureinktechnology.com/ http://www.americancoding.com/catalog.htm http://www.erconinc.com/products.htm http://www.paratherm.com/ http://sigmasupply.thomasnet.com/ http://www.gulfpacific.com/index.html http://www.unionprocess.com/wet_prod.html http://www.zanasiusa.thomaswebs.net/index.html http://www.ruscopackaging.com/ http://www.screentrans.com/ http://www.universal-marking.com/ http://www.motson.com/ http://www.apvcoatings.com http://www.loganstamp.com/ink.cfm http://www.kyanaind.com/ http://www.dartronics.com/index.shtml http://www.sprintermarking.com/ http://www.lakesideplastics.net/screen.htm http://www.pannier.com/ http://www.marktecprods.com/
Organic Inks(Sheet-Fed)	http://www.mpilabels.com/customer_support/lr_pressureguide_7.asp http://www.shamrocktechnologies.com/html
Natural Inks(Sheet-Fed)	http://www.mpilabels.com/customer_support/lr_pressureguide_7.asp http://www.shamrocktechnologies.com/ http://www.internationallabelmfg.com/Glossary.php http://www.petfilm.com/glossary.html
Biobased Inks(Sheet-Fed)	No Results

Industry Associations

Industry associations provide a good source to identify potential manufacturers, distributors, determine additional keywords for internet searches, and provide general descriptions of products within a product category. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated	Results
United Soybean Board Association National Corn Growers Association Canadian Printing Ink Manufacturers' Association Pacific Printing and Imaging Association	No results

General Services Administration – Federal Specifications Search
(<http://apps.fss.gsa.gov/pub/fedspecs/search.cfm>)

This search lists commercial product category and federal specifications for different products.

Keyword	Results	
Inks(Sheet-Fed)	No Results	
Organic Inks(Sheet-Fed)	No Results	
Natural Inks(Sheet-Fed)	No Results	
Biobased Inks(Sheet-Fed)	No Results	

Defense Logistics Agency – ASSIST-Basic Search
(http://www.assistdocs.com/search/search_basic.cfm)

This search lists military, federal, and commercial product category specifications.

Keyword	Results	
Inks(Sheet-Fed)	No Results	
Organic Inks(Sheet-Fed)	No Results	
Natural Inks(Sheet-Fed)	No Results	
Biobased Inks(Sheet-Fed)	No Results	

AbilityOne – (http://www.abilityone.gov/jwod/p_and_s/search_products.html)

AbilityOne is a mandatory source of supply for all Federal government employees. These products are manufactured and distributed by nonprofit agencies throughout the United States that employ people who are blind or have other severe disabilities.

Keyword	Results
Inks(Sheet-Fed)	No Results
Organic Inks(Sheet-Fed)	No Results
Natural Inks(Sheet-Fed)	No Results
Biobased Inks(Sheet-Fed)	No Results

Green Seal Environmental Standards– (<http://www.greenseal.org/findaproduct/index.cfm>)

Green Seal develops environmental certification standards for specific product categories and certifies products and services that meet them.

Standard Number	Standard Title
No Results	No Results

Company	Products
No Results	No Results

FedBizOpps – (<http://www.fedbizopps.gov/>)

FedBizOpps.gov is the single government point-of-entry for Federal government procurement opportunities over \$25,000.

Keyword	Office	Posted Date	Synopsis
Inks(Sheet-Fed)	National Guard Bureau	September 10, 2007	Document Type: Combine Solicitation Solicitation Number: W91NZ4-7204-0002 Posted Date: Sep 10, 2007 Original Response Date: Sep 15, 2007 Current Response Date: Sep 15, 2007 Original Archive Date: Nov 14, 2007 Current Archive Date: Nov 14, 2007 Classification Code: 70 -- General purpose information technology equipment Set Aside: Total Small Business Naics Code: 333293 -- Printing Machinery and Equipment Manufacturing Contracting Office Address USPFO for South Dakota
	Office of Acquisition	September 07, 2007	Document Type: Presolicitation Notice Solicitation Number: BEP-07-0032 Posted Date: Aug 09, 2007 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Acquisition
	National Institutes of Health	August 14, 2007	Document Type: Combine Solicitation Solicitation Number: RFQ-NCI-70120-NG Posted Date: Aug 14, 2007 Original Response Date: Sep 07, 2007 Current Response Date: Sep 07, 2007

			Original Archive Date: Sep 22, 2007 Current Archive Date: Sep 22, 2007 Classification Code: T -- Photographic, mapping, printing, & publication services Set Aside: Total Small Business Naics Code: 323110 -- Commercial Lithographic Printing Contracting Office Address Department of Health and Human Services, National Institutes of Health, National Cancer Institute, Office of Acquisitions
Bureau of Engraving and Printing (BEP)	August 09, 2007		Document Type: Presolicitation Notice Solicitation Number: BEP-07-0032 Posted Date: Aug 09, 2007 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Acquisition
Bureau of Engraving and Printing (BEP)	June 21, 2007		Document Type: Presolicitation Notice Solicitation Number: BEP-07-0019 Posted Date: Apr 09, 2007 Original Response Date: May 06, 2007 Current Response Date: May 06, 2007 Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Acquisition
Bureau of Engraving and Printing (BEP)	April 09, 2007		Document Type: Presolicitation Notice Solicitation Number: BEP-07-0019 Posted Date: Apr 09, 2007 Original Response Date: May 06, 2007 Current Response Date: May 06, 2007

			Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Acquisition
	Federal Supply Service (FSS)	April 05, 2007	Document Type: Presolicitation Notice Solicitation Number: 7FLA-S6-07-0038-SQ Posted Date: Apr 05, 2007 Original Response Date: Apr 16, 2007 Current Response Date: Apr 16, 2007 Original Archive Date: Dec 31, 2007 Current Archive Date: Dec 31, 2007 Classification Code: 81 -- Containers, packaging, & packing supplies Naics Code: 326160 -- Plastics Bottle Manufacturing Contracting Office Address General Services Administration, Federal Supply Service (FSS), Southwest Supply Center (7FL),
	Federal Supply Service (FSS)	March 28, 2007	Document Type: Sources Sought Notice Solicitation Number: 7FLA-S6-07-0038-SS Posted Date: Mar 28, 2007 Original Response Date: Apr 04, 2007 Current Response Date: Apr 04, 2007 Original Archive Date: Dec 31, 2007 Current Archive Date: Dec 31, 2007 Classification Code: 81 -- Containers, packaging, & packing supplies Naics Code: 326160 -- Plastics Bottle Manufacturing Contracting Office Address General Services Administration, Federal Supply Service (FSS), Southwest Supply Center (7FL),
	Federal Supply Service (FSS)	March 28, 2007	Document Type: Sources Sought Notice Solicitation Number: 7FLA-S6-07-0038-SS Posted Date: Mar 28, 2007

			Original Response Date: Apr 04, 2007 Current Response Date: Apr 04, 2007 Original Archive Date: Dec 31, 2007 Current Archive Date: Dec 31, 2007 Classification Code: 81 -- Containers, packaging, & packing supplies Naics Code: 326160 -- Plastics Bottle Manufacturing Contracting Office Address General Services Administration, Federal Supply Service (FSS), Southwest Supply Center (7FL),
Bureau of Engraving and Printing (BEP)	August 15, 2006	Document Type: Sources Sought Notice Solicitation Number: RFI-06-0005 Posted Date: Aug 15, 2006 Original Response Date: Sep 29, 2006 Current Response Date: Sep 29, 2006 Original Archive Date: Current Archive Date: Classification Code: 36 -- Special industry machinery Naics Code: 333293 -- Printing Machinery and Equipment Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement,	
Bureau of Engraving and Printing (BEP)	March 20, 2006	Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement	
Bureau of Engraving and Printing (BEP)	January 30, 2006	Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date:	

			<p>Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement</p>
	Bureau of Engraving and Printing (BEP)	January 26, 2006	<p>Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement</p>
	Bureau of Engraving and Printing (BEP)	January 05, 2006	<p>Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement</p>
	Bureau of Engraving and Printing (BEP)	December 16, 2005	<p>Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products</p>

			Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement
	Bureau of Engraving and Printing (BEP)	December 14, 2005	Document Type: Presolicitation Notice Solicitation Number: BEP060005 Posted Date: Dec 13, 2005 Original Response Date: Current Response Date: Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement
	Bureau of Engraving and Printing (BEP)	September 15, 2005	Document Type: Sources Sought Notice Solicitation Number: Reference-Number-ssr-06-0001 Posted Date: Sep 13, 2005 Original Response Date: Oct 13, 2005 Current Response Date: Oct 13, 2005 Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement
	Bureau of Engraving and Printing (BEP)	September 14, 2005	Document Type: Sources Sought Notice Solicitation Number: Reference-Number-ssr-06-0001 Posted Date: Sep 13, 2005 Original Response Date: Oct 13, 2005 Current Response Date: Oct 13, 2005 Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink

			Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement
	Bureau of Engraving and Printing (BEP)	September 13, 2005	Document Type: Sources Sought Notice Solicitation Number: Reference- Number-ssr-06-0001 Posted Date: Sep 13, 2005 Original Response Date: Oct 13, 2005 Current Response Date: Oct 13, 2005 Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement,
	Bureau of Engraving and Printing (BEP)	May 12, 2005	Document Type: Presolicitation Notice Solicitation Number: BEP-05-0022 Posted Date: Feb 23, 2005 Original Response Date: Apr 04, 2005 Current Response Date: Apr 04, 2005 Original Archive Date: Current Archive Date: Classification Code: 68 -- Chemicals & chemical products Naics Code: 325910 -- Printing Ink Manufacturing Contracting Office Address Department of the Treasury, Bureau of Engraving and Printing (BEP), Office of Procurement
Organic Inks(Sheet-Fed)	No Results		
Natural Inks(Sheet- Fed)	National Institutes of Health	August 14, 2007	Document Type: Combine Solicitation Solicitation Number: RFQ-NCI- 70120-NG Posted Date: Aug 14, 2007 Original Response Date: Sep 07, 2007 Current Response Date: Sep 07, 2007 Original Archive Date: Sep 22, 2007 Current Archive Date: Sep 22, 2007 Classification Code: T --

			Photographic, mapping, printing, & publication services Set Aside: Total Small Business Naics Code: 323110 -- Commercial Lithographic Printing Contracting Office Address Department of Health and Human Services, National Institutes of Health, National Cancer Institute, Office of Acquisitions
Biobased Inks(Sheet-Fed)	No Results		

Conclusion

The results from the eight information sources indicate that 17 manufacturing and distributing companies in the United States are currently supplying Inks - Sheetfed that may be considered for inclusion in the BioPreferred Program.